



THRIVE CULTIVATION & DISPENSARY LLC

Community Outreach Meeting for a Proposed Adult Use Marijuana Cultivation, Product Manufacturing and Retail Establishment.

June 10, 2020

Who We Are

Thrive Cultivation & Dispensary LLC (“Thrive”)

is committed to cultivating, manufacturing and dispensing consistent, high-quality marijuana and marijuana products in the Commonwealth of Massachusetts.

Thrive will produce and offer for sale a variety of marijuana strains, extractions, and Marijuana Infused Products (MIPs) in accordance with M.G.L. Ch. 94G and the Massachusetts Cannabis Control Commission’s (“Commission”) Regulations at 935 CMR 500.000 et seq.

Thrive has assembled a Management Team consisting of Massachusetts residents with a combined experience that includes engineering, construction, business operations and management, marketing, communications, marijuana facility design, security, cultivation and processing, retail dispensary operations and pharmacy.

Thrive’s Founders and Owners have also owned and operated A. Cardillo & Sons, Inc., a family-owned and operated general contracting and construction material supply company for over 70 years.

MANAGEMENT TEAM

Anthony G. Cardillo III

Co-Founder, Co-Owner and Chief Executive Officer



- Currently serves as a Vice President of A. Cardillo & Sons, Inc.
- Oversees the excavating and utility services division of A. Cardillo & Sons, Inc. where he is responsible for Estimating, Business Development, and day-to-day Operations
- Diversified Cardillo operations with the founding of Cardillo Development, a local residential development company, where he also serves as Operating Manager
- Studied Construction Management at Wentworth Institute of Technology in Boston

Kristin M. Bowles

Co-Founder and Co-Owner



- Currently serves as the Controller and Office Manager at A. Cardillo & Sons, Inc.
- Responsible for day-to-day financial management of all projects, purchasing and billing, Human Resources, and oversight of all administrative duties
- Previous experience with client and vendor relations as General Manager for a Waltham-based hotel group
- Semester abroad internship, Walt Disney Company
- B.S. Magna Cum Laude in Communications from Framingham State University

MANAGEMENT TEAM

Lisa Silverman

Dispensary Manager



- Over 20 years of experience in managing both retail and hospital pharmacies, and assuming responsibility for patient care, inventory management, and billing and insurance related matters
- Currently works as a Registered Pharmacist in Massachusetts
- Also serves as a Dispensary Manager for a licensed marijuana business in Massachusetts
- B.S. from the Massachusetts College of Pharmacy and Health Sciences

Ken Wolf

Director of Security



- Over 30 years combined experience in corporate security, public safety and compliance in highly regulated industries, including the Massachusetts marijuana industry
- Served for the past 10 years as an Auxiliary Police Officer for the Cambridge Police Department, where he was recognized as Auxiliary Police Officer of the Year in 2014
- Served for the past 3 years as a Commission-registered Security and Compliance Director for two provisionally-licensed marijuana operators, where he manages security staff and develops operational security policies and procedures
- Member of the Massachusetts Patient Advocacy Alliance (MPAA) and Law Enforcement Against Prohibition (LEAP)
- Manages a treatment clinic for opioid addiction in Waltham
- B.A. Magna Cum Laude in American Studies from Brandeis University

MANAGEMENT TEAM

Brendan France

General Operations Manager



- Over 5 years of experience in cultivation and dispensary operations
- Over 2 years of experience as a Patient Service Associate for licensed operator New England Treatment Access, assisting with customer product selection, inventory management and compliance
- Developed substantial experience in medical marijuana cultivation and processing for Grassroots Medical Cannabis, as well as grape cultivation for Cold Springs Farms
- Research and academic course work includes botany, greenhouse management, crop planning, plant nutrient and propagation, plant ecology and management, soil science and indoor cultivation
- B.S. in Sustainable Horticulture from the University of Massachusetts, Amherst

James Sipe

Director of Cultivation



- Over 16 years of cannabis experience
- Specializes in design and operation of large-scale cultivation facilities
- Extensive experience in designing and operating state-of-the-art cultivation facilities that produce consistent high-grade products
- Currently serves as Director of Cultivation for a 60,000 SF cultivation facility that he designed and oversaw construction of
- Prior experience with and knowledge of regulatory bodies in Massachusetts, including Cannabis Control Commission and Massachusetts Water Resources Agency

MANAGEMENT TEAM

Michael P. Cardillo

Co-Founder and Co-Owner



- Currently serves as a Vice President of A. Cardillo & Sons, Inc.
- Expanded Cardillo operations by establishing MP Cardillo, a landscape and aggregate supply business
- Oversees MP Cardillo's two locations in Waltham and Littleton, as well as the maintenance division and trucking operations
- Responsible for Employee Management, Estimating, Business Development, and Operations for MP Cardillo

Anthony G. Cardillo, Jr.

Co-Founder and Co-Owner



- Currently serves as President of A. Cardillo & Sons, Inc.
- Over 40 years of experience owning and operating a successful business in Massachusetts with over 20 employees
- Advises on operations for all divisions of the company, including managing client relations and employee development
- Studied civil engineering at the Benjamin Franklin Institute of Technology in Boston

MANAGEMENT TEAM

Katie Cardillo

Director of Marketing & Community Outreach



- Currently serves as the Director of Marketing for Senate Construction Corp.
- More than 15 years of experience in strategic marketing, communications and brand development
- Led Community Relations Committee at Erland Construction for 5 years, where she organized food and coat drives, sponsored local youth sports team, and organized employee community service and charity fundraiser events
- B.A. in English from St. Anselm College
- M.S. in Communications from Northeastern University

Bob France

Project Manager / General Contractor / Facility Construction



- Currently serves as President/CEO of Shirley-based Senate Construction Corp., founded in 1990
- Over 40 years of construction experience specializing in design/build, including designing, planning and estimating marijuana grow facilities
- Extensive knowledge of permitting process within the Town of Shirley
- B.S. in Civil Engineering from Northeastern University

CANNABIS CONTROL COMMISSION ADULT USE MARIJUANA ESTABLISHMENT APPLICATION PROCESS

In April 2018, the Commission began accepting applications for adult use marijuana establishment license types

All applicants must submit to the Commission a complete application, which consists of: (1) an Application of Intent packet; (2) a Background Check packet; and (3) a Management and Operations Profile packet

As part of the Application of Intent submission, applicants are required to engage with the local community prior to filing the Application of Intent packet

Once the Commission notifies an applicant that the submitted application is considered complete, the Commission will grant or deny a provisional license within 90 days

The provisional licensee's architectural plans must then be approved by the Commission to enable the applicant to begin construction or renovation of the facility

The Commission will then conduct a series of on-site inspections before issuing the applicant a final license to operate



THE PROPOSED MARIJUANA ESTABLISHMENT IN SHIRLEY

Thrive proposes to locate an adult-use marijuana cultivation, product manufacturing and retail establishment at 130 Lancaster Road in Shirley

130 Lancaster Road is located in the Lancaster Road Commercial (LRC) Zoning District, which is designated for all types of adult use marijuana businesses in the Town of Shirley's Zoning Bylaws Section 3.9.1(b)

In accordance with Zoning Bylaws Section 4.18.7, Thrive's proposed facility is not located within 500 feet of any of the outlined setback requirements

As required by Zoning Bylaws Sections 3.9.1(b) and 4.18.3, Thrive will apply for a Special Permit and Site Plan Review from the Planning Board. Thrive will also apply for any other local permits or approvals required to operate a Non-Medical Marijuana Business at the proposed location

Furthermore, Thrive will work cooperatively with various municipal departments to ensure that the proposed facility complies with all state and local laws, regulations, rules and codes with respect to construction, design, operation and security



THE PROPOSED MARIJUANA ESTABLISHMENT IN SHIRLEY (CONT.)

- Thrive's principals purchased, and currently control, the 4.6 acre lot at 130 Lancaster Road, which is centrally located in the Lancaster Road Commercial zoning district
- Site offers ample parking for 95+ vehicles
- Property is large enough to accommodate additional traffic without negatively impacting neighbors
- Offers drive-in loading bays for secure loading and unloading
- State-of-the-art new construction conforming to all state buildings and energy codes
- Proposal is for approximately 19,000 square feet of cultivation build out

PHASED BUILD-OUT

Phase One: Thrive will construct the building shell in its totality and perform site improvements, which will include:

First floor fit out (full, completed construction) including approximately:

- 2,500 SF of retail space
- 14,500 SF of cultivation space
- 1,500 SF drive-in shipping and receiving

Second floor fit out (full, completed construction) including:

- 2,000 SF of office space, which will be located immediately above the retail area

Rough out (construction infrastructure such as plumbing, electricity, HVAC, and wiring is completed and sealed, but formal building design is not completed) of:

- 1,000 SF lab area on the first floor (lab to be completed in phase two)
- 15,000 SF cultivation area on the second floor (to be completed in phase two).

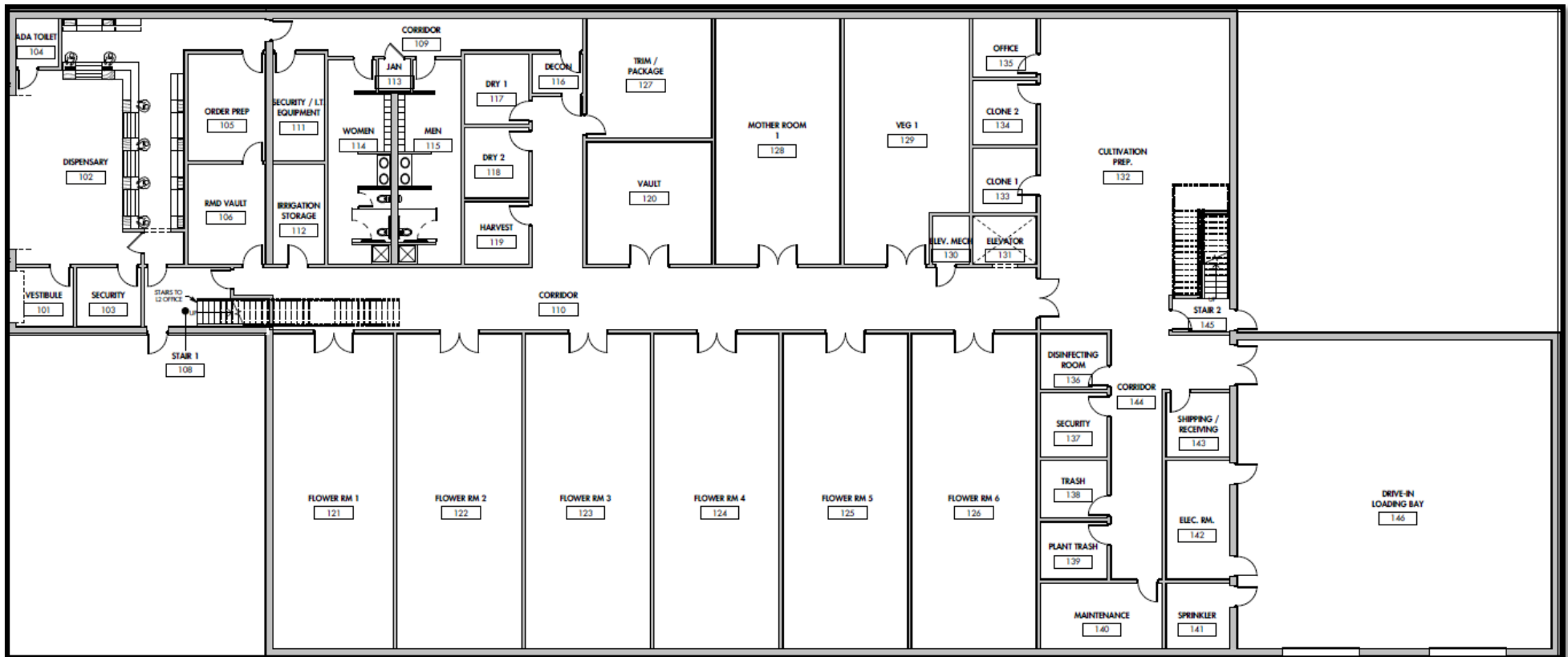
Phase Two: Thrive will fit out and complete areas that were roughed out during phase one. All phase one operations will be operable during phase two fit out.

- 1,000 SF lab area on the first floor
- 15,000 SF cultivation area on the second floor

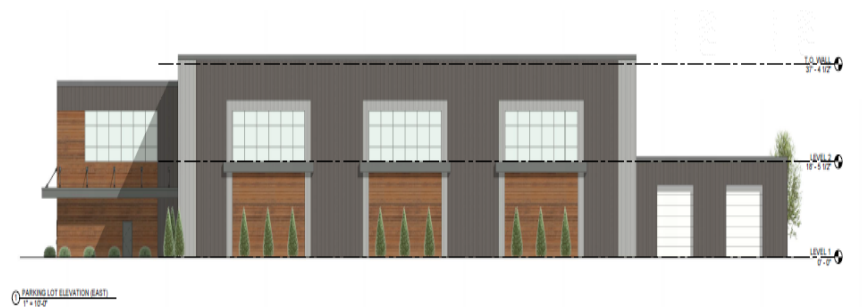
CONCEPTUAL SITE PLAN



PROPOSED FLOOR PLAN



CONCEPTUAL EXTERIOR RENDERINGS



CULTIVATION AND PRODUCT MANUFACTURING

Thrive's marijuana and marijuana products will be tested by a licensed Independent Testing Laboratory for cannabinoid content and biological and chemical contaminants prior to sale

The environmental media (soils, solid growing media and water) used for cultivation will also be tested for contaminants by an Independent Testing Laboratory

Thrive will also satisfy the minimum energy efficiency and equipment standards established by the Commission to reduce energy and water usage and mitigate environmental impacts

Thrive's edible marijuana products will be prepared, handled, and stored in accordance with the sanitation requirements in 105 CMR 500.000: Good Manufacturing Practices for Food, and with the requirements for food handlers specified in 105 CMR 300.000: Reportable Diseases, Surveillance, and Isolation and Quarantine Requirements

All marijuana flower, concentrates, extracts, and edible products will be packaged and labeled in compliance with the Commission's strict regulations

RETAIL SALES

Only adult use consumers 21 years of age or older with a valid, government-issued photo ID will be allowed to enter the retail dispensary and purchase marijuana

Odor control and waste disposal will be in accordance with industry best practices, Commission Regulations, and the Town of Shirley's Zoning Bylaws

All marijuana and marijuana products will be sold in plain, resealable, and tamper or child-resistant packaging that is labeled in compliance with the Commission's detailed labeling requirements in 935 CMR 500.105(5)

No products inside the facility will be visible from the exterior of the facility

Thrive will not sell more than one (1) ounce of marijuana flower or 5 grams of concentrate to a consumer per transaction

No marijuana products available for sale will contain nicotine or alcohol

Educational materials will be available on a range of topics, which will include side effects, strains and methods of administration, dosage, and substance abuse

CUSTOMER EDUCATION

First Visit: Qualified customers visiting the retail facility for the first time will go through an intake process where they receive a primer on regulations surrounding cannabis; how to safely consume, store, and transport their products; and information regarding strains, dosage, and desired effects.

Visual and Auditory: Flyers, pamphlets, and other materials will be available in the entry vestibule as well as throughout the dispensary floor. There will also be signage proximate to point-of-sale terminals reminding customers about the consequences of product diversion. In a friendly, approachable manner, customer service representatives will educate customers at the point of sale about how to safely store, consume, and transport their product.

Takeaway Materials: Product safety guides and general informational material will be placed in each and every bag to ensure customers have access to safety materials when they intend to utilize the product.

PREVENTING DIVERSION TO MINORS

Only Thrive's registered agents and other lawful visitors (e.g. contractors, vendors) will be authorized to access its cultivation, product manufacturing, and retail facility, and a visitor log will be maintained in perpetuity. Customers will only be able to access the retail facility once verified.

Thrive will not engage in any marketing, advertising, or branding practices that are targeted to, deemed to appeal to, or portray minors under 21 years of age.

Thrive will not hire any individuals who are under the age of 21 or who have been convicted of distribution of controlled substances to minors.

Thrive will not manufacture any products that resemble a realistic or fictional human, animal, or fruit, including artistic, caricature, or cartoon renderings.

Any marketing, advertising, and branding materials for public viewing will include a warning stating, **“For use only by adults 21 years of age or older. Keep out of the reach of children.”**

Thrive's website will require all online visitors to verify they are 21 years of age or older prior to accessing the website.



Security

Thrive will contract with a professional security and alarm company to design, implement, and monitor a comprehensive security plan to ensure that the facility is a safe and secure environment for employees, customers and the local community

Thrive's state-of-the-art security system will consist of a perimeter alarm on all exit and entry points and perimeter windows, as well as duress, panic, or hold-up alarms connected to local law enforcement for efficient notification and response in the event of a security threat

The system will also include a failure notification system that will immediately alert Thrive's Executive Management Team if a system failure occurs

A redundant alarm system will be installed to ensure that active alarms remain operational if the primary system is compromised

Interior and exterior HD video surveillance of all areas that contain marijuana, entrances, exits, and parking lots will be operational 24/7 and available to the Shirley Police Department. These surveillance cameras will remain operational even in the event of a power outage

PLAN TO AVOID CREATING A NUISANCE TO THE COMMUNITY

Thrive has consulted with a professional engineer to develop an odor mitigation plan consisting of a customized HVAC/exhaust system and carbon filters to reduce the ability for any odors to emanate from its facilities.

All litter and waste will be properly disposed of to minimize the development of odor and the potential for attracting pests.

Thrive will not engage in any advertising or marketing practices using public or private vehicles or public transportation venues.

Thrive will comply with all reasonable conditions required by the Town of Shirley and will work diligently and in good faith to address any reasonable nuisance concerns brought to its attention by members of the community.

No marijuana or marijuana products will be clearly visible to a person from the exterior of Thrive's facility or delivery vehicles.

Thrive will mitigate the potential for light pollution through appropriate fixtures that do not illuminate beyond the property line. Further, Thrive will not install any neon or illuminated signage.

No consumption of marijuana or marijuana products will occur on Thrive's premises by customers, employees, or visitors.

Thrive does not anticipate any noise pollution from mechanical equipment. It will not use radios or loudspeaker equipment for the advertising of marijuana.

BENEFITS TO THE TOWN OF SHIRLEY

Thrive looks forward to working cooperatively with Town of Shirley (which voted to approve Ballot Question 4 legalizing adult use marijuana with over 58% of the vote) to ensure that Thrive operates as a responsible, contributing member of the local community. The Town stands to benefit in various ways from Thrive siting a Marijuana Establishment, including but not limited to the following:

JOBS A marijuana cultivation, product manufacturing and retail facility is estimated to add 25 – 40 full-time jobs initially for qualified local residents.

MONETARY BENEFITS A Host Community Agreement with significant community impact fee payments would provide the Town with additional financial benefits beyond local taxes.

ACCESS Thrive will provide eligible consumers 21 years of age and older with access to consistent, high-quality marijuana and marijuana products that are regulated and tested for cannabinoid content and contaminants. This will help to eliminate the current black market, in which consumers are not required to verify their age and marijuana products are not tested.

CONTROL In addition to the Commission, the Shirley Police Department and other municipal departments will have oversight over Thrive's security systems and processes.

RESPONSIBILITY Thrive is comprised of experienced professionals who will be thoroughly background checked and scrutinized by the Commission.

TAX REVENUE Shirley can receive additional tax revenue through the adoption of a local sales tax of up to 3% on each retail sale to consumers.



Thank you for your time and consideration.
We look forward to answering any of your questions.

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